The Future is Now
SNK

2P PLAY OK!

It's thrilling! Explosive Action Puzzle Game!!

Bomberman finally appears on NEO·GEO!

Panic Bomber

BOMBERMAN

©1994 EIGHTING
©HUDSON SOFT
™

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

12-9408

RED & TED'S ROADSHOW

Featuring Country Western star

as Voice

TIME OUT

Jan/Feb 1995

It's a big country... Someone's got to tear it up!

It's literally California or bust when this "Road Crew from Hell" takes to the highways in a runaway bulldozer. And with two PinMation™ characters, dual plungers and Carlene Carter as the voice of Red, who wouldn't want to go along for the ride?

Coin Cascade Ltd., 5 Vulcan Place, Christchurch, Ph 338 1411, Fax 338 1410

Williams
Williams Electronics Games, Inc.

3401 N. California Avenue
Chicago, IL 60618
(312) 961-1000
Fax (312) 961-1060

CREDIT LINE

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

When it comes to wreckin' road, two heads are better than one.

Diverter switch directs ball to alternating ramps (①&②) during "bridge out" sequence.

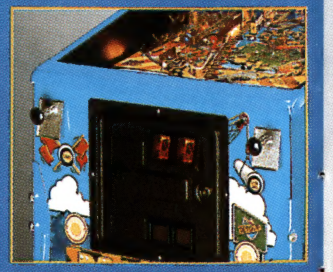
Hit the road with RED AND TED'S ROADSHOW™. You're guaranteed a good time because Red and Ted are the new, more advanced versions of Williams' blockbuster PinMation™ concept and cousins of FunHouse's Rudy.

With real hair and eyelashes, Red and Ted are the second generation of Williams' successful PinMation concept.

Carlene Carter is the voice of Red, a brassy country girl with a heart of gold and a free-wheelin' way with a bulldozer. Ted is her two-steppin' partner, a good guy with a bad road-side manner. Both keep up a near-constant commentary with players and each other as they travel west to California, looking for fun and finding trouble in 18 different cities. They crush a few cabs in New York, party at Mardi Gras in New Orleans and meet monsters in San Francisco, trashing pavement every mile of the way.

Williams' latest SuperPin™ also features four flippers and two plungers—one for a skill shot that sends a ball flying towards Ted's hard hat. There's plenty of three-ball multi-ball excitement, wild dot-mation sequences, and a rainstorm and explosions with enough power to shake the game and rattle players. And Williams' DCS Sound System™ never sounded better than when Red sings Carlene Carter's hit "Every Little Thing."

There's a lot to see and do in RED AND TED'S ROADSHOW —more than one player can get to in a single game. That's why we've added a buy-in feature to keep 'em coming back for more, and more...which is exactly what you can count on getting with RED AND TED'S ROADSHOW.



The left-side plunger launches the ball on a skill shot that cracks Ted on the head.

DCS SOUND SYSTEM

The playfield features an open and uncluttered layout. Players will enjoy the easy, kinetic flow from ramp to ramp. Operators will appreciate the easy accessibility for service and cleaning.

PinMation™ is back!

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

SPECIFICATIONS

Height	85"	216cm
Height with backbox folded	56"	142cm
Width	29"	74cm
Depth	55"	140cm
Weight (crated)	320lbs	144kg
Weight (uncrated)	300lbs	135kg

Williams
Williams Electronics Games, Inc.
A subsidiary of WMS Industries Inc.

SUPER HIGH TECH GAME
NEO·GEO™

PLUG ONE IN TODAY

STREET HOOP™

1 or 2 player action! Popular sports theme! Great for all locations!
Real-life street basketball action! Super special dunk shots!

JUST WHAT YOU'VE BEEN WAITING FOR! BASKETBALL FOR THE NEO-GEO SYSTEM!

AUSTRALIA G SUITABLE FOR ALL AGES

DATA EAST™

Street basketball is catching on worldwide!
Be a part of the action with
Data Easts new Neo-Geo cartridge STREET HOOP.
Select from the 10 different teams.
Feel the action as you dribble the ball around the court.
Half court shots, three-point shots,
and super special dunk shots all included!

SUPER SHOT FEATURE

SUPER SHOT

Shoot when your shot meter is at full power to have your player make a "Super Dunk Shot".

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

CLASSIFIEDS

PINBALLS SELL

Cyclone	1300
Jokez	1300
Taxi	1300
Fire	1400
Police Force	1500
Rollergames	1600
Riverboat	1700
Simpsons	1800
Transporter	1600
Getaway	3000
Party Zone	2600
Fishtales	4200
Terminator 2	3300
Black Rose	3200
Addams Family	5000
Dr Who	4400
White Water	4600
Creature from the Black Lagoon	4200
Dracula	4100
Twilight Zone	5500
Indiana Jones	6100
Judge Dredd	5700
Star Trek	7000
Popeye	5700
Demolition Man	6800
World Cup	7400

PCBS SELL

1942	150
1943	150
Air Duel	400
Asterix	300
Athena	100
Beach Volley Ball	180
Chopper One	150
Cobra Command	200
Double Dragon	150
Double Dragon (no sound)	75
Fighter History	500
Fire Shark	400
Flying Shark	150
King of Dragon	700
Marching Maze	150
Monster Land (no sound)	75
Mr Kunio	50
P47	200
P.O.W.	75
Dynamite Dux	100
Pocket Gal	250
Last Duel	180
Estwat	200
Altered Beast	150
Dragon Breed	150
Plus Alpha	250
Pollux	400
Robo Cop	150
Robo Kid	250
Slam Masters	600
Snow Bro's	200
Sunset Riders	800
Super Formula	400
Super Volley Ball	200
TMN Turtles (4 mecs x1)	250
Tao Taito	400
Time Soldiers (amp needs repair)	100
Touch Down Fever	150
Tumble Pop	250
Twin Eagle	250
Van Dyke	250
Vimana	400
Wonder Boy (average)	100
Wrestle Fest	250
Twin Tiger 1 player	200
Sky Soldiers	250
Silent Dragon	300

NEO GEOS SELL

3 Count Bout	200
8 Man	150
Andro's Duno's	150
Art of Fighting	200
Baseball Stars 2	400
Blue's Journey	200
Cybalip	150
Fatal Fury 2	300
King of Monsters	150
League Bowling	200
Mutation Nation	180
Ninja Combat	120
Professional Baseball Stars	200
Riding Hero	100
Super Side Kicks	400
Trash Rally	200
View Point	300
World Heroes	300

PHONE KEN & MIKE (04) 569-9107

PCBS SELL

Asterix	400
Street Fighter II	400
Street Fighter II Hyper Fight	600
Vapour Trail	300
Karate Tournament	300
Fighters History	400
Mortal Kombat	1700

CABINETS FOR SALE

26" Simpsons 4 player with PCB	3000
26" Hook 4 player with PCB	3000
20" Chase HQ with PCB	3000
20" SCI Driver with PCB	2800
26" Pole Position II new with PCB	3000
Chaston 20"	600
Jane 20"	200-500

PHONE MIKE (09) 524-2639

Grand Striker excellent soccer game	890
26" Cabinet/Asterix	2950
26" Cabinet/King of Dragons	3100
26" Cabinet/Three Wonders	2800
26" Cabinet/Birdy Try	2600
26" Cabinet/World Cup	2700
26" Cabinet/Block Brothers	2850
26" Cabinet/Shogun Warriors	2900
26" Cabinet/Final Fight	2550
26" Cabinet/Smash TV	2550
26" Cabinet/Vendetta	2800

All cabinets are 26" with elect. mechs & the game indicated

PHONE GARY (03) 338-1411

CONT. NEXT COLUMN

NEW ZEALAND NEWS

GAMES

• Capcom, SNK and Williams continue to provide good posters and some promotion material with their new games. While some operators simply place them on the wall or in the window others are getting them coated in plastic and offering them as prizes or getting them blown up further to create large wall murals and themed areas. Operators should ask their local agent for posters they do not have.

This month we see the release of: Roadshow - the two header pinball from Williams, Killer Instinct - the new fighting game from Midway/Nintendo, Hoop Shot, Panic Bomber and Puzzle Bobble from SNK, Desert Tank from Sega.

In addition we currently have in stock the following games:

New

Flinstones Pinball, Coco the Clown (redemption game), Ultimate Air Hockeys, Shark Frenzy (redemption game), Kiddie Ride - Flintstone Login Continental, Neo-Geo one and two slot kits, Neo Geo Samurai Shodown 2, Neo Geo Street Hoop, Neo Geo King of Fighters 94, Neo Geo Puzzle Bobble, Capcom Alien vs Predator b board/complete, Capcom Armoured Warriors b board/complete, Capcom X-Men b board/complete, Revolution X complete game, Skilltesters.

Good second hand units

X-Men 6 player dedicated machine, Title Fight 2 player dedicated machine, Rail Chase dedicated machine.

AUCKLAND

• Kiwi ingenuity and over $100,000 has led to the development of NZ's first interactive television program in Auckland recently. TV viewers will be able to dial up the Max Music Channel and take part in live shows by playing video games via their telephone key pad. Sony Electronics games will be featured on the initial programs including "Mickey Mania" a joint venture title from Sony and Walt Disney. Disney has only recently released its artists to work on video games and the results are reported to be extraordinary.

• The City Council and the local youth aid section are believed to be considering legislation to ensure that amusement centres close by midnight and only open again after 9.00am in the morning. The reason behind this appears to be the number of young unsupervised people still wandering around town in the small hours. Most city arcades are already closed by this time except for weekends and those centres that remain open have a firm policy of not allowing any customer younger than 14 after midnight. It is hoped that the council will look at the underlying reasons for the problem rather than just moving it sideways.

• Stages "Time Out" centre in the city centre has just added another 1000 sq ft to its size with the opening of its new Cruising Delux room. This room features

the new delux Cruising game complete with a giant Redwood tree and further themed art work around the walls. The success of this piece has not affected the income of the four linked 50" Daytona's in the Daytona room next door.

- Space City is also very happy with the performance of its Delux Cruising unit although at one and a half tons it is not the sort of game you would normally want to lift down all those stairs.
- The "Big Day Out" featuring 40 bands performing on several stages was a great success again this year with attendance figures topping 25,000. The weather (although overcast and threatening rain during part of the day) was warm and ideal for the event. Stages Time Out again provided simulators, pinballs and video games for the event and although the organisation involved for such a short period is immense, the income and promotion aspects of the event make it very worthwhile. The four screen travelling video centre featuring Run and Gun was also at the concert. This is a prototype unit manufactured in Australia.

HAMILTON

- Very warm and quiet for the holidays.

TAUPO

- Good to hear that despite the fact that Erik Velthuis rolled and wrote off his landrover he was not hurt and no games were on the back of the unit either.

ROTORUA

- Nice to see some of the Auckland operators had time over Christmas to spend some time water skiing in Rotorua. As a holiday destination the general operating scene has also been very good.

PALMERSTON NORTH

- With the student population on holiday this town is one of the few that gets quieter for the holiday period. The students are due back in early February and things will look up from then.
- Apollo's Amusement Arcade has decided to close down permanently and Vic has decided to advertise his equipment and move onto other areas. A full list of available equipment will appear in next months issue but anyone who would like to find out what is for sale can ring him on (06) 758-3820 or (06) 751-0179.

NAPIER

- Paul Jones from Wizards Napier has recently purchased "The Hive Arcade", situated on the Napier beach. This centre is well placed for the holiday traffic and given the weather it is certainly the place to be.

WELLINGTON

- The two new ferries - long awaited by travellers across the strait have recently begun operations. Although both units started at about the same time and both have experienced technical problems (with one unit out for some weeks) the general consensus from the public has been very positive. Unfortunately the speed of these new units has now raised some concerns about the effect of their wake on the shore line and locals are calling for more controls on speed for the units. Arthur Wright who has been operating coin equipment on the older (slower) ferries for some time is keeping a close watch on the two new units although to date they have not affected business.

NEW ZEALAND

CLASSIFIEDS

PCB SELL

1 Aero Fighters	750
2 Alien vs Predator B board	1360
1 Arch Rival	250
1 Blood Brothers	200
1 Final Fight	250
1 Hamerin Harry	200
2 Karate Tournament	480
1 Mortal Kombat 1	1640
2 Mortal Kombat 2	2180
1 Major Title 1	660
1 Pollux	490
2 SFII:CE	490
1 Shinobi	200
1 Sky Kid	350
1 Solamin Key	250
1 Spinal Breakers	200
1 Three Wonders	480
1 Vapour Trail	450

DEDICATED SELL

1 Chase HQ	1270
1 Exhaust Note	14600
1 Final Lap III	11650
1 Grand Prix Star	11740
1 Lethal Enforcer 1	6180
1 Lord of Gun Kit	2480
1 Operation Wolf	730
1 Terminator 2	4320

CALL KEVIN (09) 525-0200

NEO GEO CARTRIDGES SELL

3 3 Count Bout	250
13 Art of Fighting 1	250
2 Art of Fighting 2	250
1 Baseball Stars 1	250
2 Blues Journey	250
6 Burning Fight	250
2 Cyber Lip	250
10 Fatal Fury 1	250
4 Fatal Fury 2	250
1 Fight Fever	250
2 Football Frenzy	250
1 Karnovs Revenge	350
2 King of Monsters 1	250
2 King of Monsters 2	250
1 League Bowling	250
4 Mutation Nation	250
3 Ninja Combat	250
3 Ninja Commando	250
1 Quest of Gongmaster (Asian game)	250
1 Robo Army	250
1 Samurai Shodown	250
3 Sengoku	250
2 Soccer Brawl	250
1 Spin Masters	350
2 Super Baseball 20/20	250
2 Super Sidekicks 1	250
2 Super Sidekicks 2	350
2 Top Hunter	350
1 View Point	250
2 World Heroes 2	250
7 World Heroes 1	250

Any 5 cartridges for $800

CONT. NEXT COLUMN

DEDICATED/SIMULATORS SELL

Juke Box (100CD cap) Rockola Mirage	6000
Space Gun (2p dedicated) guns	4500
Time Traveller (hologram) 3D	4000
Final Lap 3 (twin) NRI Mech 26" ch screens	12000
Dragons Lair 2 (laser game)	3500
Grand Prix Stars (2 seat mot. st.) 26" screens	10000

PINBALLS SELL

Indiana Jones	5500
Twilight Zone	5000

LOGIC BOARDS SELL

1 Eco Fighters	800
1 Fuji Busters	500
1 GI Joe (4 player)	700
2 Karate Tournament	400
2 Mortal Kombat 2	2200
1 Olympic Soccer 92	500
1 Punisher	900
4 Slam Masters	300
1 Street Fighter Champions	600
3 Street Fighter Hyper Fight	600
2 Sunset Riders	600
1 Tao Taito	400
1 Vendetta	500
1 Warriors of Fate	600
4 Wrestle Fest	200

CABINETS SELL

Simpo grey 26" screen video game cabinets available all have NRI Multi Coin Acceptors and in excellent condition 1800

CALL MAARTEN OR ALEX (09) 524-5773

PINBALLS SELL

Black Knight 2000	1500
Party Zone	2000
Terminator 2	2500
Getaway	2750
Fishtales	3000
Judge Dredd	4500
Black Rose	2500
Creatures from the Black Lagoon	2750

Other pinballs available

PHONE (04) 565-1933

---

1 Dracula — 1 Fishtales
1 Terminator 2 — 1 Twilight Zone

all on sites earning $20,000 all up

PHONE (03) 573-7983

Creature from the Black Lagoon $4000

PHONE (06) 877-8870

Dracula	4000
Creature from the Black Lagoon	4000
Indiana Jones	5500

PHONE ALF PIVAC (09) 434-3439

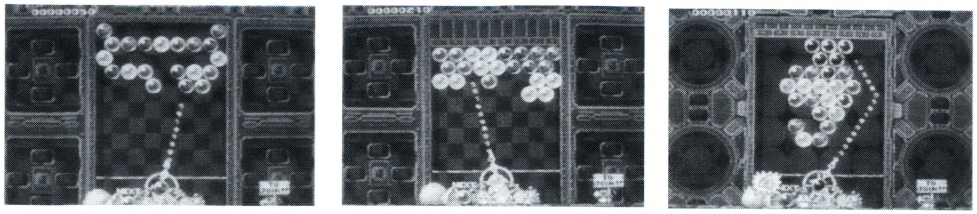
PINBALLS SELL

1 Indiana Jones	5066
1 Creature from the Black Lagoon	3500
1 White Water	3500
1 Lethal Weapon	2500

PHONE (04) 3863-713

GAME PREVIEWS

NEO-GEO
PUZZLE BOBBLE



In Japan they're called "puzzle games." Unquestionably, Tetris was the original inspiration for the genre, but things have taken many twists and turns since the Russian masterpiece took the world by storm.

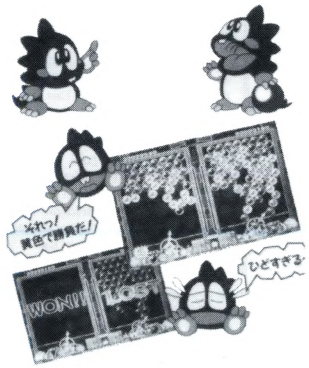
The thing about most of these games is that the blocks/balls/baubles/squidgy things (see Puyo Puyo) all fall from the heavens, er .... sky, um .... top of the screen. Gravity being what it is, this is no surprise, but what about something a little different?

Well, Taito has come up with something to fit the bill for SNK NEO GEO, and that something is called Puzzle Bobble. This one-button, one-joystick game features two characters from an old hit game in Japan called Bubble Bobble. The characters are on hand mostly for background colour; the action is on the screen where you would expect it. The object is to fire little bubbles from a bubble gun (!) at the bottom of the screen toward the field at the top so that you create groups of three of the same colour. Do so, and you both earn points and get to watch them go "pop!" as they disappear. If too many bubbles stack up, however, they eventually reach the line on the bottom of the screen and your game is over.

In the two player mode, the object is as much to score points on your field as it is to do in your opponent. The two play screens are side by side, and you can fire off bubbles into your foe's field to make him or her lose first. The best two out of three is the winner.

This game has been going very well in NZ since its release three weeks ago and gives operators an interesting contrast to the standard fighting games. Watch for this as a long term earner.

For further information contact your local agent.•



• Tex Jones has opened his new 60s style bar "The Venue" complete with pool tables and pinballs. Christmas has been a very busy time for him and his new venture looks like a winner.

• Coastlands shopping centre's new three screen multi-plex opened on 17 January. This brand new facility is part of the shopping mall and will draw on the substantial business generated by the mall. Hoyts are involved with the management with the business being owned by the shopping centre itself. A range of coin equipment was installed for the opening and the theatres have been busy since opening.

SOUTH ISLAND

BLENHIEM

• Nice to hear that the Micron centre had a good Christmas period and that the new 26" linked Daytona unit has been very popular in that area. Certainly the $2 price tag seems to have been accepted and the unit seems to have added to the business rather than just taking money from other units.

CHRISTCHURCH

• The Casino has had a great holiday period with larger than expected crowds of people and some big winners. To add to the cities attractions a new (or very old) Tramway has just opened with completely renovated 90 year old trams taking tourists on a regular around town ride.

• George Samuel Junior found some time to holiday in Fiji prior to Christmas with his father looking after both rounds while he was away.

• Gerrard and Marcia Martini have recently been joined in their coin-op business by son Clayton. As Gerrard tends to retire to his West Coast deer farm on a regular basis (what a great business no staff and the deer do what deer do naturally and then you sell them) and with the business expanding Clayton will certainly be busy. The round they operate includes pool, juke boxes, pinballs and video and runs from Christchurch to the West Coast.

DUNEDIN

• Trevor Allen recently acquired an extra two girls into his work force when his "life time mate" (Jill) was reunited with her two daughters. This makes the ex bachelor the proud father of three girls. Good thing he is the boss.

• Record temperatures have kept all the Dunedin customers on the beach over Christmas. Yes the sun really does work in the far south as well.

• An unusual number of hotels seem to be on the market at the moment and buyers seem to be getting scarce as well. Many hotel owners have been holding out for the introduction of commercial gaming machine operation but this again appears to be on the back burner.

QUEENSTOWN

• A very busy time over the Christmas period with one operator paying for his Star Trek pinball in six weeks operation. This area now boasts five operators where 12 months ago it had only two and with the business coming in winter and summer it is probably one of NZ's best location areas.

INVERCARGILL

• Nice to see Graham Maha is out of hospital and after a few weeks holiday in Australia is looking much better.

CAPCOM
QSOUND
CPSII
MARVEL COMICS
X-MEN
Head-to-head combat
Action game
CHILDREN OF THE ATOM
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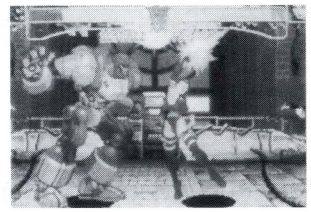
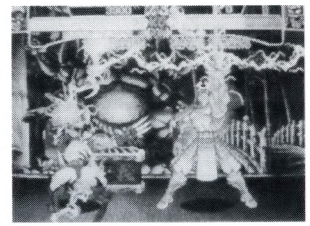
This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

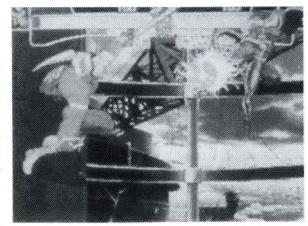
GAME PREVIEWS

X-MEN™: CHILDREN OF THE ATOM

Anybody, or at the very least any American, born from the 1950s onward is probably at least somewhat familiar with the name Marvel Comics. This New York based publisher gave the comic book scene a roster of mostly quirky teenage superheroes that struck a chord with their teen audience. Of all the quirky heroes to capture the imagination, one gang really seemed to be a step apart. This was the band of mutants called the X-Men. Years later, yet another generation is discovering this phenomenon through a popular cartoon. And now Capcom has joined the bandwagon through a popular cartoon. And now Capcom has joined the bandwagon with a video game. Yes, it's Marvel Comics' X-Men™: Children of the Atom.







X-Men, the video game, was made possible by the same design team who created Street Fighter II. It features ten characters familiar to anyone who's read the books, a roster that includes Wolverine, Psylocke, Cyclops, Storm, Iceman, Colossus, Spiral, Silver Samurai, Omega Red, and Sentinel. To make the scenario complete, there are two super villains on hand as well: Magneto and Juggernaut.

Each of the X-Men and X-Women of course has their own unique special attack. An X-Power gauge keeps tabs of a character's power level; when maxed out, it's time to unleash that X-Men blast. Furthermore, there are a handful of new features unique to this game not found in previous fighting games. These include the ability to move your characters around a bit while the round is being introduced, although there is no punching before the bell, of course. Next, beginners who so choose get the chance to enjoy the first round in relative comfort. This is made possible through the "automatic" mode in which the CPU handles all defensive moves for you. Don't get too over-confident, however, as this will only see you through your first victory. After that, you're on your own.

X-Men, it should also be noted, is the eighth release for Capcom's CPS II system. In addition to the mandatory Q-Sound, it uses a CPU with 5 times the memory of SFII. Want to know more? Then contact your local agent.

Courtesy JAM.•

GAME PREVIEWS

RED & TED'S ROADSHOW

If you're a country music fan (and even if you're not), you may very well be looking at the first pinball game meant for you. That's because Williams Electronic Games has brought on board songstress Carlene Carter to provide the voice for one of two characters who call the action in the company's latest pinball release, Red and Ted's Roadshow.

Roadshow, as the name implies, has an automotive theme. Red and Ted (Carlene's the former) are two PinMation™ characters on the playfield. They are also bound for California in a runaway bulldozer, breaking up the road and wreaking havoc in their wake. As the story goes, they're cruising across the USA (seems Williams has found a theme here!), visiting 18 cities in all. Oh, and they crush New York taxis, party down at Mardi Gras, and mix it up with some monsters in San Francisco in the process.

The game was developed by well known pinball designer Pat Lawlor and is aimed at players of all skill levels. The wide-body game boasts four flippers and two plungers, one for a skill shot that sends the ball flying toward Ted's hard hat. Players aim to cycle through the days of the week by hitting Ted's bulldozer. After that, they can shoot into Ted's mouth to start up some high-speed three-ball multi-ball action. All of this on what Williams' points out is an open and uncluttered playfield.

So burn some rubber and listen to Carlene Carter perform "Every Little Thing," too. Contact your local agent, for further details.•

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Central N/I: Robert Briggs Ph(07) 346-3783 Fax (07) 346-3784
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FINANCE

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1995

HIGHER DOLLAR - HIGHER EMPLOYMENT
HIGHER GROWTH - MORE OPPORTUNITY

Welcome to 1995 and our first "Time Out" publication for the new year. You will notice we are a little bigger this year and are confident that the extra pages will provide some useful information for our readers.

Christmas has been a mixed bag with very good weather throughout the country meaning that summer is being spent by many families on the beach or at the pool (yes - many pools are happy to have coin machines). If you have moved equipment to where the people are then you will be doing well. If you have not then you will have had reinforced by empty cash boxes the fact that "people play games" and if you have a site with "no people" then you can expect "no income". Generally coin machines have long since ceased to be a novelty and if you take any business and simply rely on it to produce its own income then you will be sorely disappointed. Why should our business be any different?

WHAT CAN WE EXPECT IN 1995

DEDICATED UNITS

The general trend internationally is towards dedicated machines. These units cost real money but certainly have the capacity to earn. Games like Daytona secured on a site with a site contract and paying the site owner no more than 25% will give you a return better than anything you have ever seen and will continue to earn and provide the owner with a solid residual value on trade in. Williams, Sega, Namco are competing to bring out new and better dedicated units and this will certainly be the growth area for operators in 1995. Hotels and Malls are ideal places for this equipment. Expect to see much more dedicated equipment this year.

PINBALLS

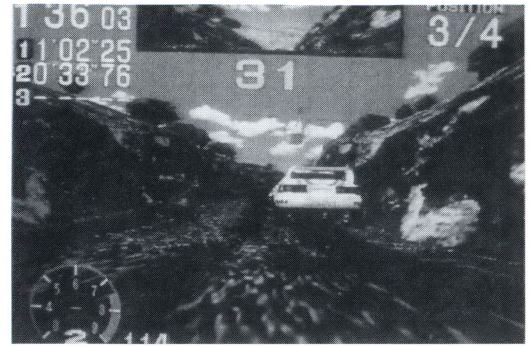
While this area has slowed down compared to 12 months ago good pinballs continue to earn good revenue. Many operators do not track pinball revenue and are still operating old equipment on potentially good locations. This equipment in reality has paid for itself four or five times and should be sold off for home use or stored. Keeping it in operation does neither the operator or the site a favour. New pinballs are getting better and when purchased on finance will happily pay them selves off over 12 or 24 months without tying up extra funds. Expect to see more locations with new pinballs this year.

CONVERSION GAMES

Many operators cling to this as their main earning area. How many tired 20" cabinets are still sitting on location earning $20 a week because the operator remembers what these units used to earn. That era is over. Conversion games still have a solid place in any arcade or street location but these need to be 25" units with electronic coin

GAME PREVIEWS

SEGA BOWS RALLY CHAMPIONSHIP AT PRIVATE SHOW

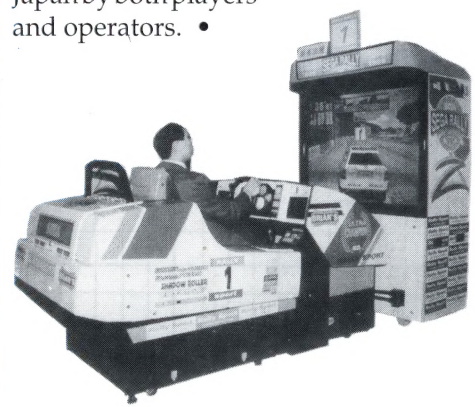


Sega Enterprises held its Fall 1994 Private Showing of new products in Tokyo and Osaka this past November 9th and 14th respectively.

Virtua Fighter 2, Sega's next generation fighting game, shared centre stage with a new racing simulator, Sega Rally Championship. The company also presented TecWar, the VR based game unveiled at the AM (JAMMA) Show in September, and Virtua Cop. In addition to these flagship games, the company also displayed a handful of new children's amusements with manga comic book motifs and prize machines.

Sega Rally Championship, which uses Sega's latest computer graphics technology, made its debut at the Private Showing. Sega obtained licenses to use the names of actual rally drivers from the World Rally Championship (WRC). In addition, both Toyota and Fiat granted permission to use those companies names and vehicle types in the game. The two cars available in the game are the Celica GT-Four and Lancia Delta HF Intergrale, which are decorated with the WRC logo. Other extras include announcements and "active" shock generation to create a realistically bumpy ride.

Sega also announced a promotional kit available to operators based on the company's eight computer graphics games called Amusement Computer Graphics World. The kit was issued in conjunction with Virtua Fighter 2, a game that was much anticipated in Japan by both players and operators. •



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South Island: Gary Walker Ph (03) 338-1411 Fax (03) 338-1410

TECHNICAL UPDATE

ROADSHOW PINBALL

PROBLEM

The factory setting for "**TIME PER CREDIT**" appears to give very short game time making it difficult to achieve replay score.

SOLUTION

Adjust difficulty on **'EASY"** to increase the time (see pre-sets in utilities)
(Obviously the correct angle of the playfield and adjustments of the posts in left and right drain will also affect the game time.)

NOTE

For those who prefer to operate the machine with factory setting, it is important to use the latest software revision L4, otherwise ball-saver feature is turned OFF.

SEGA'S DAYTONA USA SECRET TRICKS

REMOVE PURPLE COMPUTER CARS FROM TRACK

After selecting track, hold start button while choosing transmission. Screen will say "Real Drivers Only." If more than one driver is playing, then all must perform this move. If only one driver is playing, he will run against a time clock.

ADJUSTING TRAFFIC MAP SIZE

Hold start button and press the 2,3 or 4 button to change the size of the traffic map.

PLAY THE SLOTS

On the beginner track, before you come to turn three there is a slot machine on the overpass. As you approach the slot machine, press the start button. Each time the start button is pressed, one of the tumblers on the slot machine will stop. Line up three sevens and receive a free game.

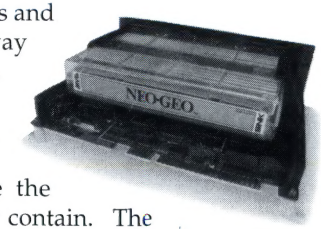
MAKE JEFFERY DANCE

On the expert track, after you leave the video underpass and start up the hill, there is a statue to the left of Jeffrey from Virtua Fighter. If you repeatedly press the start button, Jeffrey will spin and end up standing on his head. This isn't anything special, but it may throw off the other drivers to see a statue dance.

DRIVE SOMETHING NEW

If you are tired of driving the same old three tracks. Try turning around at the start of the race and driving the track backwards. You can still drive the whole race as long as you make the check points. After a while the music even starts to play backwards. On the expert track the seagulls and horses will move in reverse too.

acceptors in modern cabinets and need to be presented in a way that invites a player to play. Clean (inside and out), with good controls and buttons and clear pricing and instructions that advertise the quality of the product they contain. The quality of product is still high as this area continues to be well serviced by supplier companies. Neo-Geo has certainly grown into the dominant force as it continues to release new products at very reasonable prices. While these games (in conjunction with many conversion games) have shorter life cycles (with some notable exceptions) the low entry price means any operator can keep his locations happy with new games, earn a good return by buying new releases and provide the variety needed in a location.



Capcom's games tend to be long term earners on location and games like Dungeons and Dragons, Aliens vs Predators, Darkstalkers produced good income in 1994. "X-Men" continues this trend in 1995.

Williams/Midway have started the year well with "Killer Instinct" and continue to lead the field in conversion games. Expect to see many old conversion games replaced in 1995 - either by you or your competition.

EXCLUSIVE RIGHTS

1995 has started with two new pieces of legislation that reinforce the original manufacturers rights to market their product through companies that can provide the sales and service support their product demands. The Copyright Act 1994 and the Layout Designs Act 1994 have reinforced exclusive rights in the NZ market place.

POOL TABLES

While pool has always been part of the operating scene new companies like Quantum Leisure have introduced innovation in this field and proved that a new pool table with a quality finish, different cloth colour and electronic mech can return income previously only seen from the best video product. Customers have shown little resistance to the $2 price tag and in 1995 many old tables will be replaced and many new sites will appear. Expect to see more operators involved with pool tables this year.

JUKE BOXES

These units continue to provide solid earnings on locations. While the rotation of CD's is a precise art the extra effort certainly pays dividends in the cashbox. Expect Juke Boxes to be steady in 1995.

PRIZE REDEMPTION GAMES

To date very few of these units have been successful in the NZ market and certainly figures seen overseas where 50-60% of sites income are produced by redemption machines will not happen in our market. This is because many of the great earning redemption games operated overseas are in fact gaming machines (under our legislation) and would not be permitted. However any operator prepared to spend the time necessary will be happy with the return they get from redemption. Family and adult redemption games are available and are ideal for hotels and arcades - as with all things worth while - they require a little more effort. Expect to see more redemption games this year.

TECHNOLOGY

The super-highway is coming and fibre optics will put an entertainment centre in everyones lounge. Technology has always been the operators friend as we are able to put the pick of the technological crop in front of a fascinated and hungry audience then we will continue to benefit. Those operators who want to sit on the side of the highway will see their competition drive past.

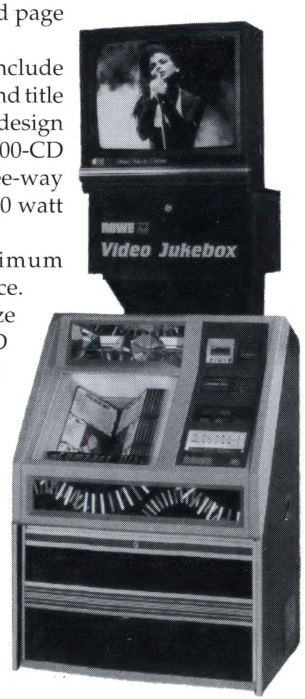
New technology long term will change the way we do business but it will change the way many people do business. Certainly operators have always been at the cutting edge and will have to concentrate on maintaining this edge.

95 JUKEBOX GUIDE

Courtesy Playmeter

ANTIQUE APPARATUS/ ROCK-OLA

- ***The Bubbler:*** Eight tubes of bubbles bring a kaleidoscope of colours to life in this CD jukebox with 280 watt amplifier and six speaker, three way sound system. The unit, crafted from fine hardwoods and triple-plated metals, has push-buttons and a motorised page flipper.
- ***The Legend:*** Features include display of 16 full-size CD jackets and title cards at once, while the functional design allows for full viewing of the 100-CD mechanism. A six speaker, three-way sound system is powered by a 280 watt amplifier.
- ***The Rocket:*** Maximum performance in a minimum of space. This model features eight full-size CD jackets and title cards, 100-CD capacity, 280 watts of power, dual equalisers, and a five speaker system for live performance reproduction sound.



DIGITAL DISC AMERICA

- ***1812 Deluxe:*** A slim jukebox in a cherry wood finish with chrome-plated grills and molding. Standard features: 100 selection title page, coin and bill acceptors, disc management, and 200 watts of power. Capable of karaoke and personalised advertising.
- ***Panther:*** Blinking lights and an easy-access front door highlight this modern jukebox with disc management, self diagnostics, P.A. capabilities, background music, 200 watt amplifier, and 100 CD selection pager. Options: karaoke and personalised advertising.

NSM - AMERICA

- ***Firebird II:*** Colourful and stylish wall-mount jukebox, just right for most locations. Features include 100 CD "quick change artist" high speed Hyperbeam changer, sculpted peacock art, mirrored glass, colour-burst pilasters and chrome adornments.
- ***Old Fashion Wizard:*** For those seeking an alternative style wall-mount unit, this model features lighted woodgrain pilasters, silk screened front glass, the 100 CD "quick change artist" high speed Hyperbeam changer, and picture title display.
- ***Performer Wall:*** The same wallbox technology in a modern package with a high tech, art deco look, silk screened front glass, glistening chrome and pulsating laser chase lights, Hyperbeam laser disc sound system, and 100 CD "quick change artist" changer.
- ***Solid Gold:*** A floor model that incorporated the same Hyperbeam system as NSM's wall jukeboxes, plus a more powerful sound system - a 250 watt power plant and dual tri speaker system. Also available: a wall mount "slave" unit, LaserStorm and Hideaway jukebox.

ROWE/AMI

- ***LaserStar Diamante CD-100E:*** Hallmarks include gold and silver molding and running lights in a diamond shape. Among the features are 12 full-size CD jackets, easy to read title strips, 100 CD album capacity, and autoplay

BOWLING ALONG

When 20,000 people attend a bowling convention there must be something in it.

Imagine a game, suitable for arcades, bars and pubs which can happily co-exist with coin-op amusements.

Imagine a game which, in one country alone, has developed such a strong player base that around 20,000 people attend an annual week-long convention. Can such a game exist? Well, in fact it does, and that game is bowling.

Historically, bowling has had mixed fortunes throughout Europe. In the UK, for example, 10-pin bowling boomed in the 1960s but completely died out in the early 1970s. The late 1980s, however, witnessed another boom which, to date, is continuing.

Probably one of the strongest and most consistent markets for the game in Europe is Germany, where an annual bowling convention is organised by the manufacturer Spellmann.

Halle Munsterland, one of the country's leading convention centres, is taken over for almost a whole week by bowling enthusiasts who travel from all over the country to compete in tournaments and enjoy the party atmosphere. In fact the whole event is like one big party.

Bars, discos, live entertainment, souvenir stalls and fairground sideshows are all a part of the package and in this respect the convention is surely unique.

This year's convention was the 13th and was as successful as its predecessors.

There are basically three main types of bowling game played in Germany - bowlenbahn, scherenbahn and asphaltbahn, with a fairly even split between the three in terms of overall popularity. The traditional 10-pin game accounts for only around 10 per cent of German lanes.

What the convention in Munster demonstrates, to anyone visiting, is the incredible potential - as yet unfulfilled in much of Europe - for bowling. This is something that the company behind the event - Spellmann - is now seeking to exploit.

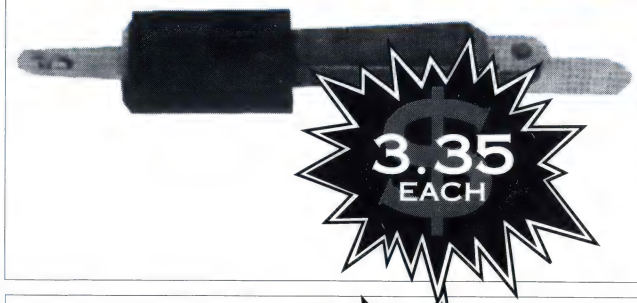
To an outsider, Spellmann really has to be seen as something of a sleeping giant. Content up until now to consolidate its success in the domestic market, its name is not really well known outside Germany. A link-up with the Sega owned UK distributor Deith Leisure, though, could now be set to change all that.

Deith has already made significant inroads into the UK market with the Spellmann Bowleasy compact bowling concept and, in addition to building on this will promote the Spellmann range throughout Europe. Spellmann will continue to distribute its products in German-speaking territories.

Spellmann is a company with a history. Formed in 1885 to manufacture blackboards for schools, the company moved into the then new area of bowling around the turn of the century. The first in the world to introduce an automatic pin-setting system, it has now grown into a company which employs a staff of more than 162.

With the backing of Deith, Spellmann has high hopes for 1995, and anyone with a serious interest in the bowling concept would be well advised to take a look at next year's convention in Munster. It's well worth it.

SPECIALS



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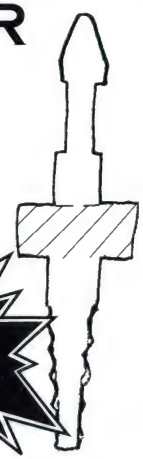

2.60 EACH

OFFER AVAILABLE UNTIL 10TH MARCH
OR WHILE STOCKS LAST

at random or pre-selected track at specific time intervals.

- *MM1-CD:* The title display is designed to merchandise music and stimulate maximum customer play. Eight full size CD jackets are displayed. It features motor-driven push button controls and accommodates up to 100 CD albums.
- *CD 51-A:* A compact, cost effective jukebox that stocks up to 51 CD albums. It offers a changeable front panel to hold custom advertising or promotion signs.
- *CD WallStar:* A CD wallbox that has a choice of either 50 CD album covers/ title strips and up to 96 title strips (100 CD display). It can interface with the CD Hideaway or LaserStar jukeboxes.
- *CD Wallette:* An attractively styled gray and black wall unit that can be programmed to match the Rowe parent phonograph. Features include LED readout for selections made, in play, and remaining, most popular selection button; and mechanical coin acceptor.
- *CD Hideaway:* A remote hideaway unit that holds up to 100 CDs. It features a 250 watt amp and seven-band graphic equaliser. Dimensions are 21" deep x 27.8" wide x 23 - 1/2" high.
- *CD Nostalgia:* The look of the past in front with state-of-the-art components inside. It's equipped with a CD-100C mechanism. The CD version holds up to 50 CDs. Accessories include a CD LaserStar wireless remote and printer interface kit.
- *LaserStar Eagle:* Coming in April, the wall-hung jukebox with a dramatic new look and operator-inspired features.

SEEBURG

- *Classic:* Features include an easy-to-use modular mechanism that holds up to 102 CDs, CDM-4 Philips disc reader, top hits selection button, enhanced audit memory, 1,000 bill stacker, and 240 watts of power. Optional: printer for full data retrieval.
- *WMJ-1:* A low cost, wall mounted jukebox with a 240 watt amplifier; visible mechanism; a host of programmable features; and enhanced audit memory logic for disc popularity, cash transaction records, and overplay analysis.
- *The Neon:* Features include an easy-to-read automated title display, 102-CD capacity, CDM-4 Phillips disc reader, top hits selection button, 240 watts of power, and system software to lock out faulty disc tracks and retain data for service analysis.

WURLITZER

- *Casino:* Hand-crafted cabinetry is featured in this jukebox with 200 watts of power, a quick-flip menu, and programmable play stimulator. It holds 100 CDs, has advanced laser CD tracking and noise/vibration reduction.
- *New York, New York:* Named in honour of the famous city, it holds 100 CDs and features a unique Y-shaped, bubble tube front, and New York City skyline on mirrored panels. The back of the unit is curved, reminiscent of Wurlitzer jukeboxes of decades past.
- *New Orleans:* Features include 3-D graphics, 50 CD capacity, four-digit LED display and track number for each disc, and play stimulator. Discs are stored vertically; all 50 titles are in view.
- *One More Time:* A design that recalls the Golden Age of jukeboxes, recreating the Model 1015 with black-illuminated, rotating colour drums and pulsating bubble tubes. Available in vinyl and CD version with six speakers and three-way stereo system.

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DAYTONA USA

TWIN TYPE

LEISURE EXCLUSIVE ON DAYTONA TWIN

NOW IN PRODUCTION

The new Sega "Daytona" USA driving game has broken all previous income records from any coin-operated amusement machine. The income records were established on the big 50" deluxe model which at the end of June, had been on test for more than 11 weeks.

Leisure & Allied Industries and Coin Cascade recently entered into an agreement with Sega Enterprises of Japan to distribute the "Daytona" USA twin model on an exclusive basis in Australia and New Zealand.

The twin model is basically 2 games in 1 and can be played independently or linked with up to 7 other driving stations.

Sega "Daytona" twin features 2 26" NANAO monitors which is the only monitor capable of reproducing the brilliance and colour presentation generated by this outstanding game.

The Sega "Daytona" twin is going to be in short supply with locally manufactured product being available until September/October.

Income results in the first 11 weeks of testing showed no decline whatsoever in the three New Zealand test sites, Sega "Daytona 500" will have a very long life on location.

SEGA

What makes "Datyona 500" so exceptional is the fact that players willingly pay $2 - $3 per play for the deluxe model which is higher than any previous game in history.

This product is marketed in NZ under an exclusive

FINANCE AVAILABLE

NZ Cabinet will differ

that games which are invoiced are originals and not copies.

"Sometimes we buy or sell a board which is not particularly strong for a very low price. If the game turns out to be bad then we may have to sell it for as little as $250. We have even bought some new boards of a bad game from the US for $30 each."

"But when the fiscal authorities see the invoices they think that, because the prices are so low, they must be copies. This is probably to worst area of confusion in our business at the moment."

In the past two years Paolo Di-Nunno's company, Electronic Devices based Milan, has produced seven games of which, he says, three were winners. His latest game, launched at the recent Enada in Rome is Steel Force, manufactured in conjunction with a Spanish software business.

Although most people believe he has the ability to copy almost any game, he claims that for some considerable time his only interest has been in originals.

"Before the '93 law there was not much enforcement," he said via his assistant Paolo Ronzio who acted as interpreter.

"Copies were illegal but prosecutions were made through a civil court. From 1993 they have been made through the criminal courts; the penalties are much more severe and could result in prison sentences. No-one in Italy believes it is worth dealing in copies."

However, Mr Di-Nunno is adamant that, whether there are penalties or not, copies are bad for the business.

He claims he has a good relationship now with many manufacturers of original games.

He still assembles and distributes for Konami and is distributor for Kaneko, Jaleco, Mitchell and Electronic Arts games in Italy.

However he still maintains that prices of new games coming out of Japan are too high, particularly as the crippling exchange rates between the yen and the lire have not improved in two years.

Also the price of play for a PCB in Milan is still only L500. He believes the best value games are those from SNK on the Neo Geo system.

In addition to manufacturing and distributing games Mr Di-Nunno operates 700 pieces in Florence and has recently bought his first night-club in Milan.

So how does it feel to be such a bona fide operator? I ask.

He leans forward and reflects for a while then comments: "You know I often think that when I grow old I would like the Japanese manufacturers to believe that, in the end, Di-Nunno did a lot of work for them; far more than was done by the English or the Germans. The manufacturers always praise the English and the Germans but they should look at their other books to see in which country they sell the most boards."

"I have no credit with any Japanese company; I have to pay for my boards one month in advance."

And is it sometimes about 60 days before you receive payment from your customers? I ask.

"Sixty days, he shouts in amazement; it's more like one year. I sometimes think I'm a bank for the manufacturers and, to make matters worse, you could count the really good PCBs which have come out in the past year on the fingers of one hand."

At the end of 1994 we appear to be reaching the end of the consumer boom so doesn't this mean this is a good time to invest in PCBs to bring players back to the arcades?

"If there is a boom then we would definitely need more games," he said, "but only originals."

"I want to make it clear that all I ever wanted to do was make suggestions on how to help the video game industry in Italy survive," he added. "If that happens, then everyone benefits."

So you definitely do not want do be known as the king of the copiers?

"No," he smiled sardonically, "but maybe king of the original board"!

DI-NUNNO LEGIT

TREADING THE STRAIGHT AND NARROW

Courtesy Inter Game

After I interviewed Paolo Di-Nunno of Electronic Devices, Milan two years ago my report was translated worldwide by the coin machine industry, by legislators and, apparently, by the Italian media.

Rumours were rife through the international industry that the Milan police had locked up Mr Di-Nunno for copying PCBs and thrown away the key. Other rumours claimed he was being taken through the courts by Midway for allegedly copying Mortal Kombat boards.

When I spotted him again at the recent Enada Show in Rome I determined to find out what really happened to him in this land where copiers are anathema - not just copiers of video game boards of course, but of fashion items, watches, music cassettes and perfume.

The truth, says Mr Di-Nunno, is simple. "The Mortal Kombat issue was settled out of court and I can assure you I was never handcuffed and thrown in jail as the gossip suggested."

Today, he insists he is "legit" to the point of being boring and in no way deserves the title once bestowed on him of King of the Copiers. Someone else must wear this crown he believes, although he claims that copying is now a dead art in virtually all points of the globe.

But the object of this feature is not to glorify an ex copier or dig up old ground. It is simply to assess the Italian video game situation two years on.

Back in 1992 copy boards were rife in Italy and the claim from Italians was that it was impossible to maintain a strong original board market because the price of PCBs from Japan was too high, the yen exchange rate was prohibitive and the permitted price of play of games was too low to make a living.

Paolo Di-Nunno said he believed game manufacturers should allow the Italians to assemble part of the games in Italy to keep the price down. At that time only Konami had recognised the value of assembling original games in Italy.,

So has anything about the copy situation changed in 1995?

The short answer is yes, quite dramatically in fact. But not quite in the way he hoped.

What has happened in the past two years is a worldwide slump in PCB sales, coupled with new EC legislation in December 1992 which virtually killed off the copy market. The legislation was aimed at intellectual rights for computer products.

The slump is due to two prime factors: a lack of PCBs on the market because of a move towards dedicated equipment (possibly a clever move by the manufacturers to combat copiers) and a two year boom in consumer games.

In layman's terms the 1993 legislation in Italy effectively meant that anyone found selling copy boards could be thrown into prison. For the first time the law relating to copies was rigidly upheld, raids were made on distributors and operators' premises and also on companies suspected of selling copies at the Enada Show in Rimini last year. This instilled a strong fear of discovery and arrest among copy dealers. The AAG (Anti-Counterfeiting Advisory Group) headed by Dr Vincent Gambino in Italy maintained a high profile in terms of tracking down copiers.

Although it has to be said that the copying problem in Italy was subsiding before the new law came into effect, these two factors, the fear of arrest because of the new law and the fact that there were so few new boards on the market to copy, were, in the main, responsible for the disappearance of the copy board from the Italian market.

The problem now, according to Mr Di-Nunno, is that the fiscal authorities have become so strict that they constantly need convincing

STAR TREK

THE NEXT GENERATION

Pictured above is Philippa Bannerman from Nestle New Zealand Limited presenting the prize of the Pinball Star Trek to the winner Andrew Debhey.

Nestles used the Star Trek Pinball as a prize for a nation wide promotion of their Chunky Bar range. Displays were set up in Supermarkets, Service Stations and Diarys. There were so many people wanting to enter that locations were ringing up for more entry forms. The Pinball proved to be a good draw card as Nestle's received 3 times more entries than they normally do.

Andrew could not have been a better recipient as he is an avid Star Trek fan from way back having started a video collection on the TV Series. Andrew put in two entries and it was his first entry that was drawn as the winner. When Andrew heard that he had won the Pinball he cleared a space in the dinning room for it by moving the wall unit out of the way.

Andrew and his girlfriend Karen were going out for dinner the night we delivered the Pinball. I think Karen was half expecting the dinner to be cancelled. Dinner wasn't cancelled and I have since heard that friends were invited back and the Star Trek was played until well after midnight.

We wish to thank Nestle's for using our Pinball in the promotion and we hope to be able to assist them with other games in the future.

SHARON PHILLIPS
TIMEOUT LEISURE LTD,
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WORLD JOURNAL

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Fax: +1-202-457-4901

JANUARY 24-26

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Fax: +44-71-713-0446

JANUARY 25-28

IMA '95
Frankfurt, Germany
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Fax: +49-211-901912

FEBRUARY 8-12

TAE '95
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FEBRUARY 22-23

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MARCH 8-12

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MARCH 15-17

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MAY 20-23

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1996

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NEW PRODUCTS

GALAXY FIGHT: UNIVERSAL WARRIORS

Sun Electronics/SNK

The company's first fighting video game for the NEO GEO system. This game features an extra wide, unlimited battlefield which spreads out in both directions left and right. The game is set on one of eight planets. There are eight characters, including an alien and a cyborg, to choose from with each having three special attacking techniques. Two player simultaneous play is also possible

VIRTUA FIGHTER 2

Sega Enterprises

The sequel to the company's popular fighting game Virtua Fighter. It utilises a Model 2 board to create more realistic screen images. Although the controls are the same as its predecessor, in this version, characters can perform a greater number of offensive and defensive moves. In a single-player mode, the computer displays the player's fighting skill level after the bout.

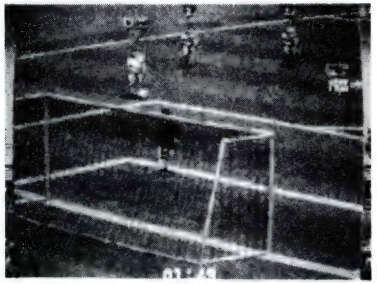
TEKKEN

Namco

Overseas title: Rave War. This is the company's first computer graphics-based 3 dimensional fighting game that makes use of the newly-developed System 11 platform created jointly with Sony Computer Entertainment Co., Ltd. Eight polygonised characters fight for the championship in a best two-out-of-three bout. The computer replays the action of the game after the fight.

SOCCER SUPERSTARS

Konami



A soccer video game where up to four persons can play simultaneously. Featurs include dynamic action scenes, updated sound effects, and graphics which further improve the lateral view of the game. There are 12 teams from different countries to choose from. Control is via one joystick and three buttons.

INTERNATIO

USA

KILLER INCOME

• Midway Mfg.'s Killer Instinct debuts at #1 on this month's upright chart. With some exceptions, chart reporting operators who have it out rated it a 10 (meaning power-bucks). But, this fighter has also raised the hackles of a lot of trade folks who alternately dislike its $US6500 retail price range, its graphic violence and also fear its future appearance on the home screen may prematurely crimp earnings (as some say happened with Mortal II). We don't know when Killer Instinct will hit the home (most likely on Nintendo's Ultra system), but hope the powers-that-be give operators a good long solo shot.

Killer Instinct is sort of a "litmus test" of a high priced upright with high play appeal on today's market. For while one chart reporter called it the "best revenue producer we have ever seen," another wrote: "I won't buy one because there is no way it would pay for itself before going to home video." Stay tuned.

BLOCK PARTY

• "Blockbuster" entertainment centre division opened a prototype operation called Block Party in Albuquerque, N.M. on December 19. The huge indoor site features arcade-type games plus attractions like virtual reality and motion-chair theatre, etc. All games run on debit cards; play-prices are hefty by industry standards. If the concept succeeds, Blockbuster may roll out many more such fun centres nationwide, very fast. Meantime, merger partner Viacom has nixed Blockbuster's planned "Wayne's World" Florida park which was to house amusements, two pro sports arenas, and more.

HOW STREET IT IS

• In their suite at AMOA Expo '94, Namco America previewed an advanced upright video, tentatively titled Rave Wars. At the time, Namco promised to deliver texture mapped 3D polygon graphics, yet offer "street friendly" pricing on this fighting-themed upright. Now it's out, renamed Tekken, and yet it does have lower-cost hi-tech. "Tekken is priced for the street operator," declared sales and marketing VP Frank Cosentino. "Namco's objective is to produce quality games for all segments of the market. This is the first of many games to come with the street operator in mind."

Tekken contains Namco's new "System 11" board, which it shares with Sony's forthcoming PlayStation home system. A new algorithm function lets players press individual buttons to punch and kick with each arm and leg separately, so gameplay is far more lifelike. Later this year it will be released for Sony's home system. But, said Frank, additional boards inside the dedicated game will give the coin-op version more depth. Tekken's cabinet features a 27" monitor (can be positioned horizontally or vertically) and is "kit ready" for future releases, Namco said. N-A's sales team visited 14 US distributors between Christmas and New Year's to promote the game.

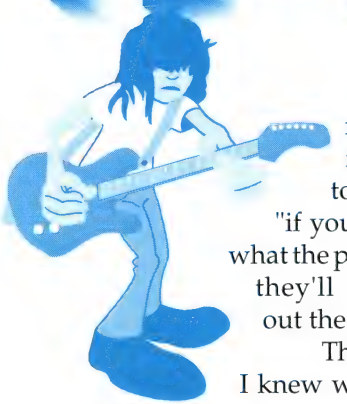
SEGA CHANNEL SEEKS 1 MILLION SUBSCRIBERS THIS YEAR

• The Sega Channel began service in December via 14 cable TV stations, from Pittsburgh to Walnut Creek, California. This month another four major markets get the service, which offers a play-all-you-want rotating menu of 50 (mostly older) games at a cost of around $12 per month. Just plug in your Sega Genesis machine and download the game of your choice. Sega's working on a way to let players in different homes compete with each other, too (by phone line connection, is our guess). If they hit their target of 1 million subscribers at $12 per month, that's $144 million in annual grosses for the service! Popular Science magazine named Sega Channel one of 1994's outstanding products and technical achievements; early reports are that consumers and TV industry analysts seem to agree. By the way, USA Today reported that in December Sega opened a digital studio in San Francisco. It could be used for anything from digitising actor motion for future games to creating interactive movies, said execs.

HI-TECH HOME GAMES: NINTENDO & MICROSOFT

• Nintendo showed Virtual Boy, the first virtual reality system developed and produced for the mass market, at a Tokyo trade show in mid November. The RISC-based, 32 bit system utilises two high-resolution, mirror scanning

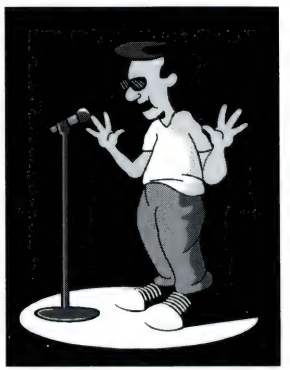
PLAY WHAT THE PEOPLE WANT



An old musician friend used to say to me "if you don't play what the people want, they'll soon walk out the door."

Thinking back I knew what he was saying was true, even though we were on different wave lengths. He was commited to playing songs that everybody knew and loved, while we were committed to whistling our own tunes and battling with the "play something we know" majority.

At that time, for an original band to play any middle of the road cover songs would've been a definate breach of integrity - anyway, just for the record (no pun intended), he's still playing the tunes that the majority want to hear and still earning a comfortable living from it, while the rest of us eventually either jumped on the same commercial bandwagon or got haircuts and real jobs.



Okay, so what has all this got to do with the amusement industry?

Well, rather than mention possibly contentious issues about specific games and their options, I'll just emphasise the importance of focusing on our customers needs. The focus on the customer must flow on through the whole of our exciting industry and perhaps no more so than at the game concept/design stage.

Lets face it, we all know the bulk of our customers are male. But what about the other half of the population! I think its fair to say that so far, as an industry, we haven't been playing the songs that the females want to hear.

Lets hope this year sees more of a push from designers in this much neglected area

and the world will be a better place
For you
And me
You just wait and see

Stay tuned

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SEGA
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ONAL NEWS

LED (light emitting diode) displays to produce a 3D experience not possible on conventional television or LCD screens. The stand-alone unit does not plug into a standard TV set. Unique design eliminates all external stimuli, totally immersing players into their own private universe with high-resolution red images against a deep black background. The 3D experience is enhanced through stereophonic sound and a new specially designed, double grip controller which accommodates multidirectional spatial movement. Should hit the market next April along with cartridge-based software.

Microsoft Corp has struck agreements with 10 companies to help develop its interactive-television technology, code-named "Tiger." The agreements mean the system will be intensively tested this year and should be available to consumers in 1996. Hewlett-Packard Co and NEC Corp will design television set-top boxes that consumers can use to interact with their TVs. Microsoft is developing the software for the boxes. Helping to set up the systems will be Alcatel, Andersen Consulting, Lockheed Missiles & Space Co., NTT Data Communications Systems Corp and Olivetti. Companies that will test the technology are Deutsche Telekom of Germany, Telstra Corp of Australia, and US West Communications Inc. Microsoft already has announced planned trials of interactive television with Tele-Communications Inc., SBC Communications Inc., Rogers Cablesystems Limited and Nippon Telegraph & Telephone Corp. NEC also is joining Compaq Computer Corp and Intel Corp in building computer equipment to run Tiger.

ASIA

GLASS SHORTAGE TV TUBES

• There is a severe shortage of glass for coin machine displays and artwork, reports Thomas Tol of Weche, the major Taiwan coin machine producers.

The problem is a world-wide one, he says, but it is particularly acute in Asia. "The problem is so bad that it is causing monitor prices to rise and delivery of monitors, machines, cabinets and artwork are all delayed.

"We have spoken to all the major manufacturers and came away empty-handed. We need 29-inch monitors for our OK Baby cabinets but we cannot get a supply until next February! Even then we can only get 1,024 pieces at that time.

"The same story is coming back from Videoscolor, Phillips, Samsung, Nokia, Goldstar and Pentranic".

JAPAN

CAPCOM REPORTS FIRST LOSS IN HISTORY

• The Nihon Keizai Shimbun, Japan's leading economic daily, reported on December 3rd that Capcom experienced its first loss this year. The loss, mostly blamed on lower than expected sales on home game software in the USA is reported to run close to ¥10 billion ($NZ158 million), even with factoring in the 1994 Christmas season. It was also announced that Capcom USA's subsidiary, G&G Software, will close its 34 outlets due to poor sales.

ENGLAND

• AB Europe magazine reports that a tax on operating "amusement without prize" equipment has been included in the UK government's November budget. The duties will go into effect in November. However, the bill does not yet define what equipment falls under the new category.

EUROPE'S BIGGEST INDOOR PARK

• A £25m ($NZ60m) project to build Europe's biggest indoor theme park is under way in Lincolnshire, UK, and is due to open this May. The location is at Ingoldmells, near Skegness, a popular seaside area, and it is being financed by self-make millionaire John Woodward. Mr Woodward, who has extensive interests in leisure in the area, plans to call the new theme park Fantasy Island and it will be dominated by a 100-foot glass pyramid covering three acres. There will be a mountain, volcano, lagoon and thrill rides inside the pyramid.

Entry will be free but rides will cost from 50p (75c) to £3 ($4.50) and the venue will also contain a combination of retail and entertainment outlets, 70 of which will be shops and 400 traditional market stalls.

COURTESY: INTERGAME, EUROSLOT, REPLAY, PLAYMETER, JAM, AB EUROPE, LEISURE LINE

ACCOUNTANTS CORNER

Japan's consumer electronics manufacturers have achieved a position of enviable dominance in their industry, after two decades of spectacular growth.

Their ability to continue that growth, however, is now in doubt. Companies such as Matsushita and Sony are finding that manufacturing electronics equipment is no longer as profitable as it used to be, and are moving into entertainment and information services.

Japanese manufacturers' profits on consumer electronics have been squeezed from three directions: sluggish demand, falling prices; and the yen's sharp appreciation.

Nearly every Japanese household now owns a colour TV set, 73 per cent a video cassette recorder and new products such as wide-screen TV's are not attracting enough consumer interest.

"There are many new, exciting products, but they are not contributing to profits," says the managing director of Sony.

Japan's consumer electronics market has also suffered from fierce competition from cheap products made in low-cost countries, primarily in South-East Asia.

Price-cutting has become rife as Japanese retailers struggle for business and cheap TVs and VCRs flood in from Taiwan and Korea.

To add to the woes of the Japanese manufacturers, the yen's sharp appreciation has eaten into their overseas profits.

The strength of the yen reduced Sony's revenues by more than 500 billion yen last year, according to the company. The yen's continuing appreciation this year will further depress manufacturers' revenues.

These pressures have had devastating results on the financial performance of the consumer electronics makers. Sony's operating profits dwindled to ¥99.7 billion for the year to last March, less than one-third the ¥302.2 billion it made in 1991. Matsushita's operating profits shrank to ¥173.6 billion last year, from ¥472.6 billion in 1991. However, the company expects a 33 per cent rise in ordinary profits for the current year helped by rationalisation measures. But the result will still be less than a third of Matsushita's 1990 profits.

Despite the deterioration in the consumer electronics business environment, the companies are obliged to continue pumping large sums into research and development.

R&D costs are likely to rise further. With manufacturing costs that are among the highest in the world, Japan can no longer rely on "people dependent assembly" but must shift to a "technology and knowledge-intensive production system," says Haruo Tsuji, president of Sharp. "For that, R&D is crucial."

Such efforts have given Japanese companies technological superiority in making parts of the new generation of multimedia electronics equipment.

Sharp dominates the market for liquid crystal display panels used in portable products. JVC is a leader in the digital compression technology that squeezes information down the telephone line or on to digital discs, such as CDs.

RTS

JAPANESE GAME MACHINE

	CONVERSION GAMES	DEDICATED GAMES	PINBALLS
1.	Sega "Virtua Fighter 2"	Sega "Virtua Fighter 2"	Williams "Star Trek:TNG"
2.	SNK "Samurai Shodown 2"	Namco "Ace Driver"	Data East "Tales from Crypt"
3.	Sega "Virtua Fighter"	Sega "Sports Fishing"	Data East "Royal Rumble"
4.	Konami "Crazy Cross"	Namco "Ridge Racer 2"	Midway "Addams Family"
5.	Taito "Bubble Symphony"	Sega "Virtua Cop"	Data East "Jurassic Park"
6.	Tecmo "V Goal Soccer"	Namco "Point Blank"	
7.	SNK "King of Fighters"	Sega "Daytona USA Twin"	
8.	Nakanihon "Quiz 365"	Sega "Daytona USA DX"	
9.	Psykyo/Jaleco "Gunbird"	Sega "Wing War"	
10.	Sega/Compile "Puyo Puyo"	Namco "Ridge Racer 2 DX"	

AMERICAN TOP 60 VIDEO & PINBALL

1.	Sega "Daytona USA"	31.	Data East "Guns N' Roses"
2.	Namco "Suzuka 8 Hours 2"	32.	Midway "NBA Jam Tournament"
3.	Midway "Cruisin' USA"	33.	Capcom "Dark Stalkers"
4.	Williams "Red & Ted's Roadshow"	34.	Williams "Demolition Man"
5.	Sega "Outrunners"	35.	Williams "The Flintstones"
6.	Sega "Maverick"	36.	SNK "Aero Fighters 2"
7.	Williams "Star Trek:TNG"	37.	Data East "Street Slam"
8.	Bally "The Addams Family"	38.	Premier "Rescue 911"
9.	TWI "Primal Rage"	39.	Williams "Indiana Jones"
10.	Dynamo "Solitaire Challenge"	40.	Konami "Run & Gun"
11.	Midway "Mortal Kombat 2"	41.	Sega "Jurassic Park"
12.	Namco "Suzuka 8 Hours"	42.	Capcom "D&D: Tower of Doom"
13.	Sega "Virtua Racing"	43.	Midway "NBA Jam"
14.	Sega "Virtua Fighter"	44.	SNK "King of Fighters"
15.	Midway "Revolution X"	45.	Capcom "Alien vs Predator
16.	Bally "World Cup Soccer"	46.	Namco "Cybersled"
17.	Bally "Creature from Black Lagoon"	47.	Am.Laser "Crime Patrol"
18.	SNK "Samurai Shodown II"	48.	Kaneko "Gals Panic II"
19.	Premier "Freddy"	49.	Data East "Jurassic Park"
20.	Kaneko "Great 1000 Mile Rally"	50.	Fabtek "Raiden DX"
21.	Konami "Lethal Enforcers II"	51.	SNK "Super Sidekicks 2"
22.	TWI "T-MEK"	52.	Williams "White Water"
23.	Bally "Corvette"	53.	SNK "Samurai Shodown"
24.	Namco "Lucky & Wild"	54.	Namco "Ridge Racer"
25.	Bally "Twilight Zone"	55.	Taito "Under Fire"
26.	Konami "Lethal Enforcers"	56.	Data East "The Who's Tommy"
28.	Williams "Fish Tales"	57.	Data East "Last Action Hero"
29.	Fabtek "Raiden II"	58.	Williams "Dracula"
30.	Capcom "SSFII Turbo"	59.	Data East "Tales from the Crypt"
		60.	Am. Laser "Fast Draw"

CHA

TIME OUT NEW ZEALAND

CONVERSION GAMES

1. Capcom "Dark Stalkers"
2. Seibu " Raiden II"
3. Capcom "SF TNC Turbo"
4. Seibu "Raiden DX"
5. SNK "Samurai Shodown 2"
6. Capcom "SFII:HF"
7. Midway "Mortal Kombat II:
8. Dyna Blaster
9. Macross
10. Midway "Mortal Kombat"

DEDICATED GAMES

1. Sega "Datyona"
2. Midway "Crusin USA"
3. Sega "Aliens III"
4. Sega "Outrunners"
5. Namco "Suzuka 8 hr"
6. Midway "RevolutionX"
7. Game Master "Air Hockey"
8. Sega "Virtua Fighter"
9. Midway "NBA Jam"
10. Konami "Lethal Enforcer 2"

PINBALLS

1. Gottleib "Shaq Attack"
2. Williams "Star Trek"
3. Williams "DemolitionMan"
4. Williams "Flinstones"
5. Williams "World Cup Soccer"

TIME OUT
Family Leisure Centres

TIMEZONE

CONVERSION GAMES

1. Capcom "Armoured Warriors"
2. Seibu "Raiden DX"
3. Banpresto "Dragon Ball 2"
4. ALG "Last Bounty Hunter"
5. Capcom "Dark Stalkers"
6. Konami "Run & Gun"
7. Midway "NBA Jam Tournament"
8. Seibu "Raiden 2"
9. Human "Grand Striker"
10. Midway "Mortal Kombat 2"

DEDICATED GAMES

1. Sega "Virtua Cop"
2. Sega "Daytona USA Twin"
3. Sega "Virtua Fighter"
4. Namco "Ace Driver"
5. Midway "Cruisin' USA"
6. Sega "Daytona USA DX"
7. Atari "T-Mek"
8. Sega "Desert Tank"
9. Namco "Ridge Racer"
10. Namco "Suzuka 8 Hours"

PINBALLS

1. Williams "The Shadow"
2. Williams "Flintstones"
3. Williams "Star Trek"
4. Bally "World Cup Soccer"
5. Williams "Demolition Man"
6. Bally "Corvette"
7. Bally "Judge Dredd"
8. Bally "The Addams Family"
9. Williams "Fish Tales"
10. Williams "Indiana Jones"

PRIZE REDEMPTION

1. LAI "Streets Basketball"
2. Namco "Whack a Croc"
3. LAI "Honey Bear"
4. LAI "Skee Roll"
5. LAI "Big Bessie"

PLAYMETER

CONVERSION GAMES

1. Midway "Mortal Kombat II"
2. SNK "Samurai Shodown"
3. Kaneko "Great 1000 Mile Rally"
4. Konami "Lethal Enforcers"
5. Fabtek Raiden II"
6. Capcom "Super Street Fighter 2 Turbo"
7. Midway "NBA Jam Tournament"
8. Capcom "Dark Stalkers"
9. SNK "Aero Fighters II"
10. Data East "Street Slam"

DEDICATED GAMES

1. Sega "Daytona USA"
2. Namco "Suzuka 8 Hours 2"
3. Midway "Cruisin' USA"
4. Sega 'Outrunners"
5. Atari "Primal Rage"
6. Dynamo "Solitaire Challenge"
7. Namco "Suzuka 8 Hours"
8. Sega "Virtua Racing"
9. Sega "Virtau Fighter"
10. Midway "Revolution X"

PINBALLS

1. Williams "Red & Ted's Roadshow"
2. Sega "Maverick the Movie"
3. Williams "Star Trek:TNG"
4. Bally "The Addams Family"
5. Bally "World Cup Soccer"
6. Bally "Creature from the Black Lagoon"
7. Premier "Freddy: A Nightmare on Elm St"
8. Bally "Corvette"
9. Bally "Twilight Zone"
10. Williams "Fish Tales"

PRIZE REDEMPTION

1. Smart "Shoot to Win Jr"
2. Planet Earth "Dino Score"
3. Bromely "Super Rock-N-Bowl"
4. Taito "Sonic Blastman"
5. Coastal "Robo Cop"

Japanese electronics-makers such as Sony also dominate the market for recording media such as CD-Roms and the drives that run the discs.

But as more and more information becomes available to consumers at home, the equipment receiving the information is expected to become less important - and less profitable - than the services that feed into it.

This can already be seen with products such as personal computers and cellular telephones, where the most profitable businesses are in providing the software or telephone networks.

"It is the owners of the networks who will be the main beneficiaries of the multimedia age, followed by those who provide the services," says Sony's Idei.

He believes that the consumer electronics companies will gradually become such service providers.

The recognition that providing multi-media services such as video-on-demand and interactive games offers a more attractive source of profits than making the hardware has led Sony and Matsushita to invest in cable TV and satellite broadcasting.

The consumer electronics companies have also been acquiring businesses that will supply the programs and entertainment services for these networks. Control over software, the argument goes, will ensure support for new hardware systems and the distribution systems.

Sony, says it would have been hard to sell its MiniDisc portable audio products without being able, through its ownership of CBS records to ensure that recordings were available to play on them.

It was this view that prompted the larger Japanese electronics companies to acquire famous US film studios and their valuable stock of films and television programs.

Sony bought Columbia Pictures as well as CBS Records, while Matsushita bought MCA. The move has yet to pay off; most Japanese investments in Hollywood have brought more headaches than profits.

Matsushita has recently been publicly embarrassed by demands from MCA executives to cede management control of its entertainment subsidiary, which it believes is crucial for its future in multimedia.

Sony is believed to have suffered a substantial loss last year from Columbia Pictures. The studio has remained in the doldrums this year, with few hit pictures. Pioneers has had to make successive capital injections into Carolco Pictures, its US film subsidiary.

For the Japanese equipment-makers, management of the spiralling costs, big egos and short-term thinking that characterises Hollywood studios has proved more difficult than they imagined.

Despite these setbacks, most Japanese companies see little choice but to hold on to their entertainment assets. "As software becomes more important, we cannot remain hardware-makers alone," emphasises Tsuzo Murase, of Matsushita.

The advent of multimedia and the stagnation in traditional manufacturing activities appear to leave Japan's consumer electronics with little choice but to move deeper into the unfamiliar world of entertainment media.

EXCLUSIVE RIGHTS

With the introduction of two new pieces of legislation into NZ law in January, Coin Cascade asked its patent attorneys to comment on the effects of this legislation on the NZ market. Reprinted below is their response to us and advice.

A.A. COUCH BARRISTER
Durham Chambers, 307 Durham Street.
Christchurch, New Zealand.
P.O. Box 381 Christchurch
Telephone (3) 379 0297
Fax (3) 365 4771

19 January 1995

Mr GI Walker
Managing Director
Coin Cascade Ltd
5 Vulcan Place
CHRISTCHURCH

Dear Mr Walker

re: CHANGES IN COPYRIGHT LEGISLATION

There have recently been changes in the legislation affecting copyright in video games, pinball machines and other amusement devices. On 1 January 1995, two new statutes came into force. The first is the Copyright Act 1994 which repeals and replaces the previous Copyright Act 1962. The second new statute is the Layout Designs Act 1994 which deals with the protection of designs for integrated circuits.

The effect of the new Copyright Act 1994 is to clarify several important issue:

a) Section 12 now makes it absolutely clear that parallel importing constitutes infringement of copyright. This was the way the old Copyright Act had been interpreted by the Courts but the new Copyright Act 1994 states this clearly in the statute.

b) Section 36 extends the range of activities which constitute infringement by dealing with parallel imports. Under the old Copyright Act, the main forms of infringement through dealing with parallel imports were selling them or hiring them by way of trade. The new Copyright Act 1994 retains those definitions of infringement but also goes further by providing that

DOWNWARD TREND

MID-TERM RESULTS PROMPT MOST JAPANESE VIDEO GAME MAKERS TO REVISE YEAR-END REVENUE AND PROFIT FORECASTS

Of the publicly-quoted Japanese video game manufacturers, only Taito has revised its year-end forecast for revenue upwards. Apart from Namco, who has left its forecast for revenue unchanged, all other makers have revised their forecast for year-end revenue and profit downwards.

Nintendo revised its forecast for year-end revenue downward from 410,000 million yen to 340,000 million yen. Sega then followed suit but left its forecast for year-end revenue, 1,000 million yen above Nintendo at 341,000 million yen.

Konami, Jaleco and Tecmo all recorded losses in their mid-term results. Both Jaleco and Konami had to dispose of dead stock in their American home video game divisions.

NINTENDO

Nintendo reported mid-term revenue of 166,097 million yen, down from 36.2% from the same period a year ago. Net income was down 18% to 26,663 million yen. The widespread collapse of prices in the American and European home video markets caused the fall in revenue. It also led to the export ratio falling to 38.5% from 59.1% a year ago.

SEGA

Sega's mid-term revenue was down 24.7% to 151,071 million yen and income was down 47.1% to 8,419 million yen. The breakdown of revenue was as follows:

	9/94	Chge from 9/93
Coin-Op	26,217	-4.3%
Consumer	84,585	-39.8%
Operation	36.547	+16.4%
Others	3,719	

While revenue from the coin-op business overseas increased due to the success of Daytona USA, the stagnant domestic market dragged coin-op results down. However, operation income grew as a result of the opening of large-scale locations like "Galbo" and "Joypolis." Sega's operation income was larger than that of both Taito and Namco. Sega's export ratio fell from 68.2% a year ago to 59%.

TAITO

Taito's mid-term revenue was up 0.4% to 45,894 million yen, but income was down 22.1% to 1,430 million yen. The breakdown was as follows:

	9/94	Chge from 9/93
Operations	31,1100	-1.9%
Coin-Op	8,274	-1.9%
Karaoke	4,045	+25.7%
Consumer	2,185	+1.8%

While the coin-op business was down due to the overall market slump, the growth in the karaoke equipment business lead to the slight increase in revenue. The export ratio increased slightly to 3.1%.

NAMCO

Namco also reported an increase in revenue, but a fall in profits. Revenue was up 14.9% at 36,141 million yen, but profits fell 29.1% to 516 million. Namco blames the drop in income on the expenses it incurred from its issue of convertible bonds in July. Revenue from location operation accounted for 51% of the total at 19,919 million yen (up 6.5%). The export ratio increased slightly to 8.4%.

	9/94	Chge from 9/93
Operations	19.919	+6.5%
Coin-Op	9.764	+8.8%
Consumer	6,216	+66.2%

CAPCOM

Capcom's mid-term revenue was down 44.5% at 24,476 m yen while profit plummeted 82.9% to 1,405 m yen. The breakdown is as follows:

	9/94	Chge from 9/93
Coin-Op	6,419	-6.7%
Consumer	14,716	-57.1%
Rental	1,487	-12.6%
Operation	1,255	

Capcom blamed the fall in revenue on the poor sales of Dark Stalkers, of which much had been expected prior to release. In spite of the release of potential hit software in the consumer area, such as Super Street Fighter II, the slump in the domestic market led to disappointing sales.

KONAMI, JALECO, TECMO

Konami suffered a large loss in the first half of the year and it appears worse things are to come in the latter half with the company forecasting an overall loss of 14,500 million yen. The company also posted a loss in its consolidated results in the previous term. Konami blames the loss on disposal costs of dead stock in the American home video market.

Jaleco also had to dispose of consumer game inventory in the US. The situation was not helped by the deterioration in the coin-op games market. Tecmo blamed the overall recession for poor results in its coin-op, consumer and operations divisions. With a latter-half recovery unlikely, Tecmo is forecasting a loss in its consolidated accounts for the period ending March 1995.

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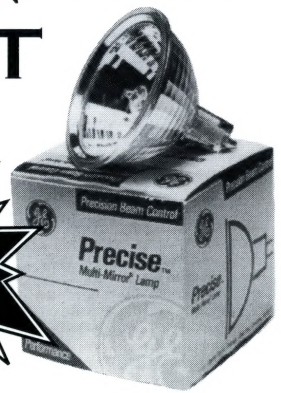

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possession of parallel imports in the course of business also constitutes infringement.

c) Section 2 specifically provides that there is copyright in computer programs of all types and forms. Again, this was previously how the Courts had interpreted the old Copyright Act but the new Copyright Act 1994 states this clearly in the statute.

The effect of these changes to the law is to make it absolutely clear that unauthorised parallel importing is unlawful. By removing any basis for legal argument about these issues, the changes have also made it easier and less expensive to take proceedings against parallel importers and those who handle parallel imports.

The Layout Designs Act 1994 deals with the rather narrow issue of designs for integrated circuits but, because integrated circuits form part of video game boards and are also included in other amusement devices, the Layout Designs Act is relevant to the amusement industry. The effect of the Layout Designs Act is to reduce and, in some cases, to remove copyright protection from integrated circuits which have been commercially exploited. It is possible that it may also affect the copyright in some software, but only where the software is contained in integrated circuits. But integrated circuits are only one part of any video game, pinball machine or other amusement device and the copyright in other aspects of the devices remains entirely unaffected. Most importantly, the Layout Designs Act will not restrict in any way the ability of the owners of copyright or their agents to control pirate copies or parallel imports of any amusement devices.

Overall, the effect of the new legislation is to clarify the law of copyright as it relates to amusement devices and to simplify enforcement of that law. It has certainly laid to rest all of the rumours that were circulating in the amusement industry last year to the effect that copyright would no longer be enforceable or that parallel importing would be legalised. To the contrary, the new legislation has made it absolutely clear that parallel importing is unlawful and has made the enforcement of copyright in amusement devices more straightforward and less expensive.

Yours faithfully

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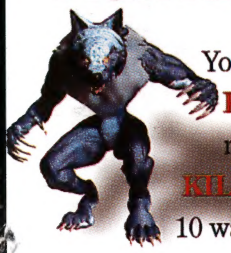

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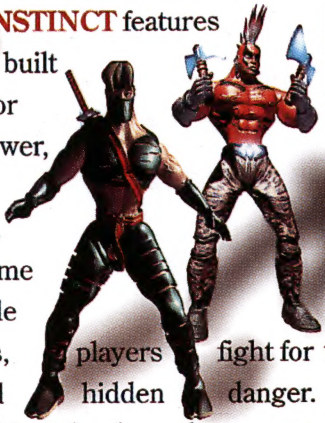

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